



Breakout Session #3A. How It's Done: Engaging Tenants on Energy Efficiency

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October 11, 2012

ISSUES

- Emperor's New Clothes- What do you mean we don't understand?
- Don't Tell Me What To Do You Bald Wonk?
- Don't Know What I Don't Know- Why do we need to measure, tenant's don't care?
- Why Have Someone Else Do It When We Can Do It?
- Who's Job Is It To Measure And Monitor Anyway?
- Who Really Cares?

RECYCLING

2010- We engaged vendors to start collecting data and report on it

2011- We deployed Recycling Pilot Studies and started receiving and refining reports

Region	2011 Regional YTD
NJ	91.55%
PA Philadelphia	89.90%
NO CA	78.02%
SO CA	77.77%
DE	51.42%
DC METRO	53.10%
Texas	64.64%
PA	37.61%
Richmond	30.43%
YTD	75.05%

Report Period: May-12

Working together to recycle,

Brandywine Realty Trust and Waste Management are reaching some amazing milestones.

Monthly, we are saving*:



2,449,915 kW-hrs of electricity
Enough to power 204 homes for a full year



52,968 gallons of oil
Enough energy to heat and cool 262 homes for a full year



12,491 gallons of gasoline
Enough gasoline to drive 349,744 miles



7,862 mature trees
Enough to produce 97,411,974 sheets of newspaper



3,643,164 gallons of water
Enough to meet the fresh water needs of 194,408 people for a month



2,063 cubic yards of landfill airspace
Enough airspace to meet the disposal needs of a community of 31,807 people

Created on October 3, 2012

The recycling and waste data used in this report is based on actual customer data, historic WM studies, and EPA averages. For a more detailed analysis of your waste stream, talk to your WM rep about conducting a waste stream audit.



THINK GREEN®

2012- We achieved consistent Reporting with higher diversion rates and became a vendor success story.

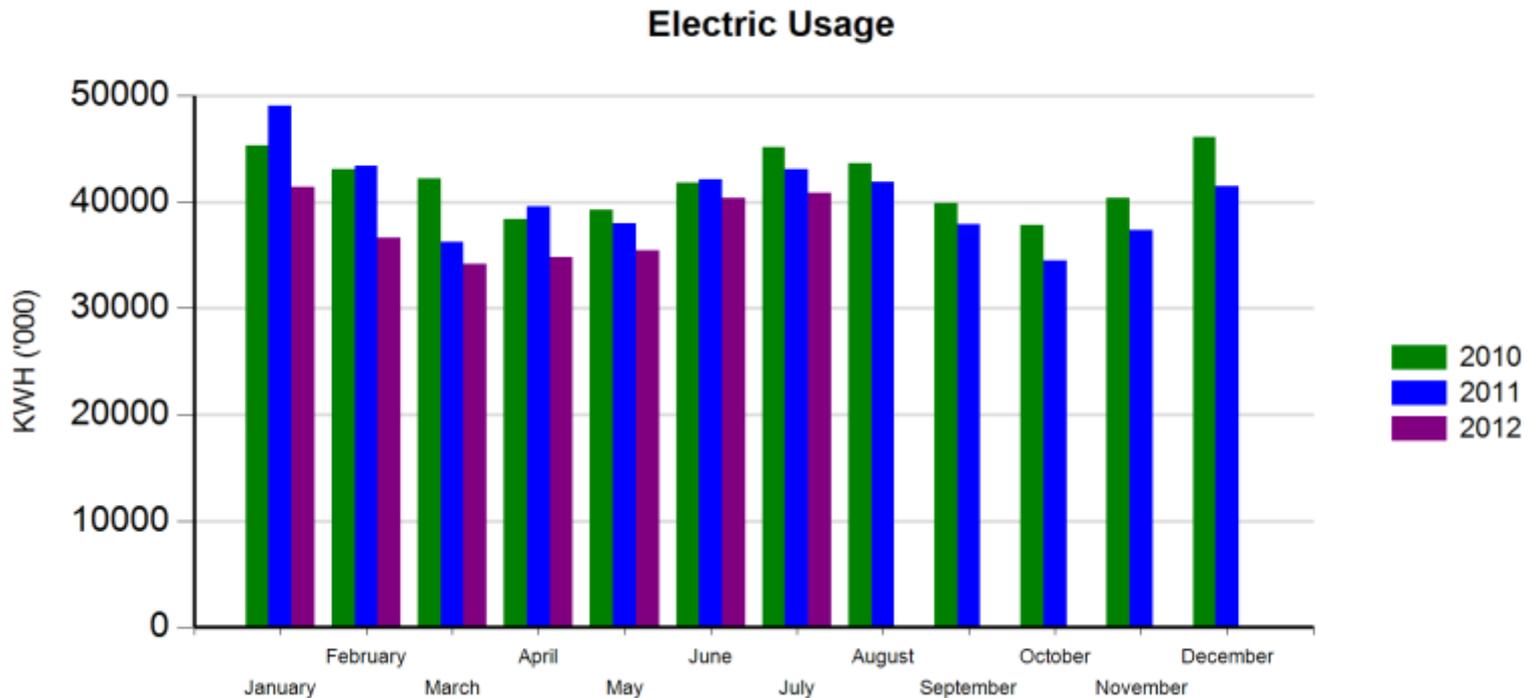
-We engaged with Tenants and expanded to batteries and electronic waste.

ENERGY STAR

Label 2009	10	Total for 2009= 13
Relabel 2009	3	
Label 2010	18	Total for 2010= 30
Relabel 2010	12	
Label 2011	22	Total for 2011= 38
Relabel 2011	16	
Label 2012	23	Total for 2012 = 34
Relabel 2012	11	

Grand Total: 82 Buildings 13.4 Million Sq. Ft.

- 1) Property Managers/ Building Operation Engineers
 - Avid/UBAR- automated reporting
 - Monthly Reports – automated downloading
 - Building Reports – creating of energy plans



2) Tenants

- Tenant Pieces

Energy Star - National Building Competition Update- Plug Load Management



Modlet-As you are now aware, 500 North Gulph Road has been competing in this year's Energy Star National Building Competition! We continue to implement various no-cost to low-cost improvements to the building to seek to reduce energy consumption. This week's newsletter highlights our [Plug Load Management Initiative](#).



Energy Waste at the Plug

Unlike water, which is fully controlled through a faucet, electricity flows directly to plugged-in electronic devices and appliances and is available whenever the devices need power. In many cases, electronics are continually consuming power all the time, even though we may only be using the devices a few hours a day.

What is 'standby power' or 'sleep mode'?

Standby power refers to the base level of power consumed by some electronic appliances when they are just standing by and ready to be used. It is one of the ways in which energy is wasted at the plug. Some other types of electronic devices are always "on" while they are plugged in, which is the other significant way energy may be wasted. Lastly, some electronic devices draw power even when they are turned off. This is commonly referred to as vampire power, and also represents a source of wasted energy.

How does this energy waste affect me personally?

Most directly, it appears on our electricity bill. The more energy we use, the more we pay, even though electricity use is essentially invisible to us. With electricity rates continuing to rise each year and with more plugged-in devices being used in our workspace and in our homes, we continue to pay more money each year on electronics. More indirectly, energy waste results in higher-than-necessary grid demands as well as environmental pollution in running our generators that serve the grid.

- 1) Procurement: Focus on supply side procurement
- 2) Electricity Savings

Table X. Total electricity* spend and savings for 2010 and 2011.

State	2010	2011	Savings (\$)
PA	23.54M	21.21M	2.33M
NJ	8.28M	7.42M	860K
DE	3.57M	3.54M	30K
MD	3.73M	3.44M	300K



3) Gas- 2012

4) Water- 2011- for \$27,750 reduced water consumption by 22,000,000 gallons.

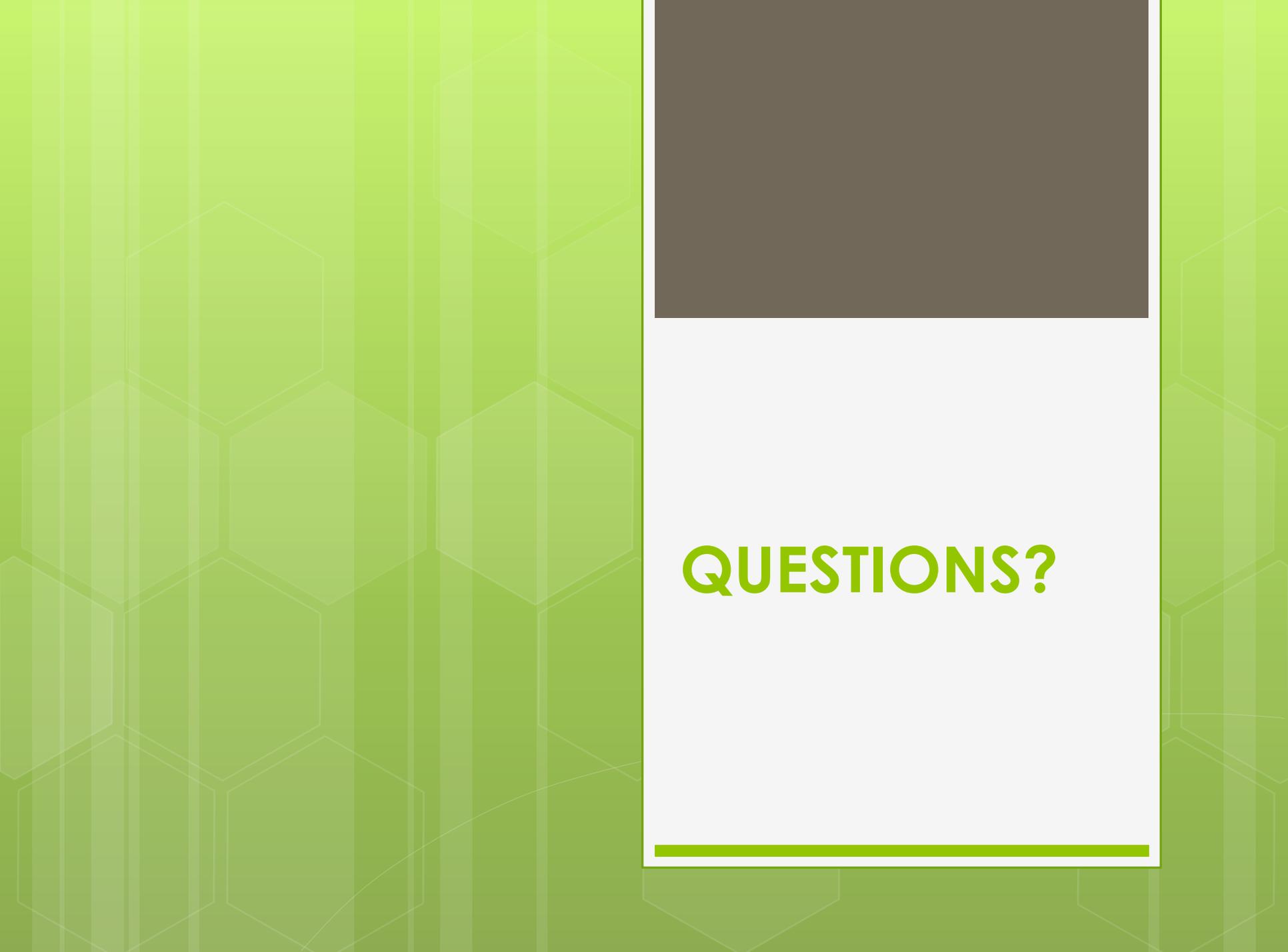


ENERGY DEMAND

- 1) **Inventory**- completed 2010
- 2) **AVID/UBAR**- Feed to Property Manager- 2010 late
- 3) **Meters**- Net Metering- late 2011, 2012- 30 buildings
- 4) **Lighting**- Parking lots, Elevators, Lobbies- 2011/2012
- 5) **Dashboarding**- Global Carbon Systems, Steve Ashkin's Sustainability Dashboard
- 6) **3RD Party Help**- Trane, Sky Foundry, DVL Automation
- 7) **Demand Load Shed**- Viridity

8) **Incentives-**

2012 Cash received	(212,634.52)
2011 Accruals	16,568.10
3rd Party Cash	5,380.00
9/12 GL Total	<u>(190,686.42)</u>



QUESTIONS?